

# INTERPERSONAL COMMUNICATION: BASICS OF INTERACTION AND NEGOTIATION

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**Abstract:** *This essay dates back to a series of lectures we ran some years ago, and to respective manuscripts written for students to help them prepare for their exams. The idea is to summarize some of the most relevant empirically confirmed theories and findings on interpersonal communication in a brief compendium. That is why – thus deviating from usual scientific conventions – no references will be found within the following discourse. The scientific authors which we are, above all, obliged to many thanks are: Watzlawick, Argyle, Scherer, and Schulz von Thun. Their pioneering research work will be cited among our references.*

**Key words:** *communication; interaction; negotiation; psychology*

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